

Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 EURE-00 PM-07 NSC-07 SP-03 SS-20 RSC-01

L-03 MC-02 CIAE-00 INR-11 NSAE-00 EB-11 COME-00

TRSE-00 ACDA-19 OMB-01 DRC-01 /112 W

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P R 301258Z SEP 74

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC PRIORITY 4460

INFO AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGEN

AMEMBASSY OSLO

USMISSION NATO

USNMR SHAPE

SECDEF WASHDC

CINCEUR

C O N F I D E N T I A L THE HAGUE 4808

E.O. 11652: GDS

TAGS: MASS, BE, DA, NL, NO

SUBJ: F--104 REPLACEMENT: AMBASSADOR'S TALK WITH OTTO GLASSER,
PRESIDENT OF GENERAL DYNAMICS INTERNATIONAL

FOR EUR/WE-ED BEIGEL

1. FOLLOWING UP ON MAAG NETHERLANDS SEPTEMBER 26-27
CONVERSATIONS WITH GENERAL DYNAMICS REPRESENTATIVE
JACK PHELAN (SEE SEPTTEL), AMBASSADOR GOULD TELEPHONED
GENERAL GLASSER IN ST. LOUIS ON SEPTEMBER 27 TO EXPLAIN
CURRENT DELICATE POLITICAL SITUATION AS REGARDS GON
SELECTION OF A REPLACEMENT AIRCRAFT. AMBASSADOR
NOTED ROW BEING STIRRED UP BY RADICAL LEFT-WING OF
LABOR PARTY AND OTHER HOSTILE ELEMENTS, WHO ARE
DEMANDING THAT GON NOT RPT NOT BUY AN AMERICAN AIRCRAFT
BECAUSE OF ALLEGED US INVOLVEMENT IN CHILE DURING THE
ALLENDE PERIOD. AMBASSADOR TOLD GLASSER THAT WE HAD
CONSIDERED QUESTION OF COMPANY CONTACTS VERY CAREFULLY,
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LEADING TO THE CONCLUSION THAT A LOW PROFILE, OR

PERHAPS NONE AT ALL, WAS THE MOST PRUDENT COURSE FOR THE NEXT FEW WEEKS. THIS IS WHY THE EMBASSY ADVISED AGAINST ANY FULL-BLOWN SOCIAL ACTIVITIES IN CONNECTION WITH THE FORTHCOMING VISIT OF CHAIRMEN OF BOARDS OF GENERAL DYNAMICS AND UNITED AIRCRAFT AND HAD THOUGHT IT BEST TO INTERVENE DIRECTLY, I.E. BY REQUESTING APPOINTMENTS ON THEIR BEHALF WITH GON OFFICIALS. AMBASSADOR CONFIRMED HOWEVER THAT HE WOULD BE HAPPY TO RECEIVE CHAIRMEN ON OCTOBER 8. AMBASSADOR CONCLUDED BY ASSURING GLASSER THAT EMBASSY, WHILE PURSUING AN EVEN-HANDED POLICY BETWEEN THE TWO AMERICAN PLANES, WOULD CONTINUE TO DO EVERYTHING IN ITS POWER TO PROMOTE SELECTION OF AN AMERICAN AIRCRAFT BY THE NETHERLANDS.

2. AMBASSADOR TOLD GLASSER HE THOUGHT THAT DEPARTMENT WOULD BE AGREEABLE TO HELPING HIM KEEP UP TO DATE ON FURTHER DEVELOPMENTS AFFECTING THE GON SELECTION OF A REPLACEMENT FIGHTER. EUR/WE MAY BE HEARING IN THIS REGARD FROM GENERAL DYNAMICS VICE PRESEIDENT AND WASHINGTON REPRESENTATIVE LEFEVRE. WE WOULD APPRECIATE YOUR BRIEFING HIM THOROUGHLY ON EVOLVING SITUATION AND REINFORCING OUR EFFORTS TO EXPLAIN WHY LOW PROFILE IS ESSENTIAL, ESPECIALLY GIVEN DUTCH CHARACTERISTIC OF REACTING IN OPPOSITION TO UNSUBTLE PRESSURE.
GOULD

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